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# AGRICULTURAL COOPERATION

November 30, 1929

Vol. VII, No. 24.

## MORE THAN HALF OF CITRUS FRUIT MARKETED COOPERATIVELY

More than 60 per cent of the big citrus crop of 1928-29 was marketed through cooperative channels. That crop was the largest in the history of the citrus industry in America. It was approximately 11 per cent larger than that of any preceding season and 35 per cent larger than that of the 1927-28 season. It was about 8 times as large as the crop of 1899-1900.

One California association handled 71.3 per cent of the California crop, and another association, 9 per cent. The citrus exchange in Florida marketed 33 per cent of the last Florida crop. Three associations, two in California and one in Florida, handled 62 per cent of the total citrus crop of the United States.

Associations in Alabama and Texas for the cooperative marketing of citrus fruit, also handled a portion of the 1928-29 crop, which means that the final revised figure indicating the percentage of our citrus crop marketed by or through farmer-owned or -controlled cooperative agencies will be slightly larger than 62 per cent.

The percentages indicating cooperative activity for the various crops since 1922 are as follows: 1922-23, 59.4 per cent; 1923-24, 51.2 per cent; 1924-25, 53.9 per cent; 1925-26, 55.6 per cent; 1926-27, 54.3 per cent; 1927-28, 55.6 per cent; 1928-29, 62 per cent.

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION  
COLLECTED BY THE  
DIVISION OF COOPERATIVE MARKETING  
FEDERAL FARM BOARD  
WASHINGTON, D.C.

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## ANOTHER BIG YEAR FOR CALIFORNIA CITRUS GROWERS

Citrus fruit shipments by the California Fruit Growers' Exchange, Los Angeles, amounted to 65,417 car loads for the year ending October 31, 1929. This was a much larger quantity of citrus fruit than was ever before handled by the Exchange. Of the 65,417 car loads, 51,310 were oranges, 13,151 were lemons and 956 were grapefruit. The Exchange handled 74.3 per cent of total citrus fruit shipments from the state. The percentage for oranges and grapefruit was 71.3 and for lemons, 89.6.

The sales value of this fruit was \$89,758,641, f.o.b. California. This figure is the second highest in the history of the Exchange, being exceeded only by the figure for the preceding season, which was \$96,582,408. Exchange sales for the last 25 years amount to more than a billion dollars.

Exchange service costs for the past year were 4.85 cents a packed box, and district exchange service costs 1.1 cents a packed box, making the total cost per box, 5.95 cents. This amount was 1.93 per cent of the f.o.b. value of the fruit. In addition to these costs there was deducted from returns for advertising and sales promotion, 5 cents a box for oranges and grapefruit and 10 cents a box for lemons. Total deductions for expense and advertising amounted to 3.84 per cent of the California value of the fruit.

Grapefruit shipments were larger the past year than ever before, amounting to the equivalent of 956 standard cars, compared with shipments for the preceding years as follows: 1925-26, 470 standard cars; 1926-27, 615 cars; 1927-28, 710 cars.

Seven per cent of the Exchange shipments were sent to the United Kingdom and continental Europe. The figures for the marketings in Europe for the last five years are as follows: 1924-25, 32,315 boxes; 1925-26, 216,969; 1926-27, 490,054; 1927-28, 221,505; 1928-29, 981,369.

Shipments to the Orient and the Philippine Islands were 67 per cent greater than for the preceding year, and trans-Pacific shipments, including those to the Hawaiian Islands, were much larger than ever before. The figures for the last three years in standard car equivalents are as follows: 1926-27, 463 cars; 1927-28, 442 cars; 1928-29, 706 cars.

Membership gains during the past year added about 12,000 acres to the number from which Exchange shipments are made. It is estimated that the fruit from this acreage will fill 4,000 cars. Seven local associations joined the Exchange during the year and one association dropped out of the organization, making a net gain of six. A new district exchange was created to serve the local associations in the Imperial Valley and in the vicinity of Yuma, Arizona.

Large quantities of surplus fruit were handled through two affiliated associations, the Exchange Lemon Products Company and the Exchange Orange Products Company. Twenty-four hour service was the rule for the plant of the lemon company much of the time. The equivalent of 5,300 cars of lemons were processed during the season. The removal of this large quantity from the fresh fruit market greatly lessened the chances of gluts in the periods of peak production.



The Exchange Orange Products Company handled a much heavier tonnage than ever before. Small and inferior appearing oranges were converted into raw and concentrated juices, orange oils, pectin, and soda-water bottlers' products.

Expenditures for advertising and merchandising work amounted to \$1,680,000 for the year. This was the 22nd consecutive year that the Exchange has engaged in advertising on a national scale. Advertising expenditures for that period have amounted to \$11,800,532. Of the total expenditure, about \$9,600,000 was used to stimulate consumption by a direct appeal to the consumer and about \$2,100,000 was used for educational work with those in the wholesale and retail trade.

Three primary media for reaching consumers in various strata of the population were used the past season. These were magazines, street cars and newspapers. Thirteen national publications reaching 28 million homes were used to advertise orange foods, lemon foods, and lemons for hair rinse and for acidosis. There was a total of 310,964,842 impressions of the advertisements which were frequently in colors. These ads. told of orange juice for breakfast, orange juice for the baby, and oranges for salads and desserts. In the lemon advertising, ways of using lemons in tea, in salad dressing, for pie, and as a garnish, were depicted. Nine publications were used in the campaign to tell about oranges and lemons as preventatives and correctives of acidosis.

Forty thousand street cars in the United States and Canada carried cards continuously from November to July. It is estimated that these cards were placed daily before 21,000,000 passengers.

A special campaign in behalf of grapefruit was conducted from December to May in the cities from San Francisco north to Vancouver.

Newspapers in 71 markets in the United States and Canada were used in a campaign to stimulate a demand for oranges for the Christmas season. Over 9,000,000 advertisements for grapefruit were part of the Pacific Coast campaign in behalf of that fruit.

Newspapers were used in the citrus-producing communities for the advertisement of the Exchange as a marketing agency.

Poster advertising was used from February to July on the elevated and subway platforms of New York, Boston, Chicago, and Philadelphia.

A twelve-weeks radio advertising program was carried out in February, March and April. One-half hour weekly was used over a circuit including 15 stations in the principal citrus-consuming areas. Spanish music was interspersed with announcements regarding citrus fruit.

A vast amount of educational work was conducted direct from the offices of the Exchange. More than three million copies of bulletins, posters and reports of scientific articles were distributed and about 10,000 copies of a book entitled, "The Normal Diet" were sold to doctors.

During the year 22 men were employed continuously visiting dealers in 900 cities and towns in the United States and Canada. These men made 112,328 personal calls and interested more than half of the dealers visited in making displays of citrus fruit.

Electric fruit juice extractors to the number of 7,220 were sold during the year, also 28,756 of the "Sunkist Junior," extractors. Total extractor sales to date are reported as 53,914 of the large machines and 42,934 of the small machines.

CITRUS ASSOCIATION HAS "FAIRLY SUCCESSFUL YEAR"

Unusually favorable weather in the last marketing season saved the situation for the Alta Loma Heights Citrus Association, Alta Loma, Calif. Frosty nights during the 1928-29 winter had made necessary many nights of smudging the groves and caused some fruit to be frosted and much to be covered with oily soot. With the favorable weather in the consuming markets during the latter months of the marketing season, however, the year was considered a "fairly successful" one.

The lemon crop proved to be nearly three times that of the previous year, and the large new addition to the lemon house was jammed to overflowing on May 1, with 20 cars stored in the orange house.

The total volume of fruit delivered was nearly double that of any previous year, amounting to about 600 car loads. Of this the association shipped about 475 packed cars. About 75 cars of lemons went to the by-products plant, also about 15 cars of Valencia oranges, while 35 cars of navels were sold in Los Angeles.

Handling so large a quantity of fruit enabled the association to cut its overhead and packing charges, also to retire the installment payments on the building, to pay in full for new picking boxes and necessary machinery, and to make very substantial cash refunds to the growers. These refunds on packing amounted to 7½ cents per packed box on oranges and 10 cents per packed box on lemons. The former totaled \$8,116, and the latter, \$7,831.

Gross returns from oranges amounted to \$229,251, of which \$163,842 went to the growers. Returns from lemons totaled \$312,843, of which the growers received \$238,042. Overhead administrative expenses were \$9,137.

Figures showing sales for several years are given below:

Marketing season	Oranges		Lemons	
	Sales	Paid growers	Sales	Paid growers
1923-24	\$ 93,506	\$ 57,265	\$ 22,801	\$ 11,112
1924-25	139,362	154,865	115,954	84,990
1925-26	203,970	164,171	117,304	72,666
1926-27	228,552	181,814	122,095	82,163
1927-28	348,025	296,660	154,043	122,149
1928-29	229,251	163,842	312,843	238,042

### YAKIMA ASSOCIATION DOES RAPID APPLE PACKING

For some time the warehouse department of the Yakima Fruit Growers' Association, Yakima, Wash., has aimed to be able to let every grower deliver his fruit when he was ready, and this year it has almost reached this goal. Only in a few instances was the district manager obliged to ask a grower to hold back his deliveries for a day or two. With more packing plants and new equipment, the packing crews were able to pack the fruit and put it into storage as fast as it was delivered at the platforms.

This meant packing a trainload of apples every working day. During the week of October 21 to 26, the 16 packing houses packed 215,000 boxes of apples, an average of 35,633 boxes or 47 car loads per day. Nearly half of this quantity was packed at four plants, at Weikel, Yakima, Cleed, and Grandview.

Practically all packing was completed by the middle of November. This made it possible for all to go into cold storage earlier than ever before. As the packed crop is less than estimated, the Yakima association can put nearly all its fruit into its own cold storage plants, which can care for 1,675 cars.

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### APPLE EXCHANGE OPERATES AT SEVEN PACKING HOUSES

The Consolidated Apple Growers' Exchange, Cornelia, Ga., is one of the very few cooperative enterprises of this kind in the Southern States. It was organized in 1921 and in its first year of operation handled 42,549 bushels of apples.

The Exchange is organized with share capital on which it pays 8 per cent interest. It operates at seven packing houses at each of which association inspectors assist in maintaining a quality pack.

Shipments for the 1929 season were equivalent to 122,164 bushels, although some of the apples were marketed in boxes, some in baskets, and some in bulk.

The yearly shipments in bushels since the association began business are as follows:

<u>Season</u>	<u>Bushels</u>	<u>Season</u>	<u>Bushels</u>
1921 . . . .	42,549	1926 . . . . .	90,933
1922 . . . .	93,627	1927 . . . . .	93,072
1923 . . . .	74,713	1928 . . . . .	140,720
1924 . . . .	112,537	1929 . . . . .	122,164
1925 . . . .	31,066		



CHALLENGE ASSOCIATION SELLING FRESH MILK

Handling fresh milk at both wholesale and retail, is a new line of work undertaken by the Challenge Cream and Butter Association, Los Angeles, Calif. On October 1 the association took over the modern plant, machinery and business of the Dairymen's Protective Association, a cooperative organization which began business a little over a year ago. The directors, as part of a refinancing program, decided to sell the business and physical assets to the Challenge Association.

At present the association is maintaining 19 retail house-to-house routes, serving approximately 3,000 customers, also wholesale routes to serve the grocery stores, restaurants and hotels. Now the Challenge Association is a complete cooperative selling outlet for all lines of dairy products.

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IOWA CREAMERY TRANSACTS INCREASED BUSINESS

A steady increase in the volume of business since 1912 is shown by reports from the Minerva Valley Cooperative Creamery Association, Clemons, Iowa. This creamery was organized in 1905. The earliest available membership report is for 1913, when there were 141 members. In 1928 there were 253 members and 375 patrons. The manufacture and sale of butter is the main activity of the association. Hogs, eggs, poultry and a small quantity of buttermilk, milk, and cream, are also marketed and some few supplies are purchased for members. The quantity of cream gathered, quantity and sales value of butter marketed, and the total amount of business for eleven years, are given in the following table:

Year	Cream gathered (Pounds)	Butter sold (Pounds)	Value of butter	Total business
1912	459,318	-----	\$45,132	\$55,324
1913	500,113	-----	55,110	61,458
1914	607,702	230,809	64,334	76,315
1921	770,776	302,160	116,286	132,145
1922	830,320	330,746	120,861	135,592
1923	852,376	327,734	143,768	160,988
1924	964,695	331,838	146,815	173,505
1925	958,911	333,761	163,283	183,540
1926	1,016,315	417,427	173,064	193,510
1927	1,112,055	442,577	196,728	209,201
1928	1,202,141	486,251	219,702	237,881

ANNUAL MEETING OF NEW ENGLAND DAIRYMEN

Nearly 200 accredited delegates attended the 12th annual meeting of the New England Milk Producers' Association, Boston, held recently. The number of delegates representing milk producers in the various states were as follows: Vermont, 61; Massachusetts 38; Maine, 36; New Hampshire, 35; New York, 14; Connecticut, 6; Rhode Island, 5. Many members of the association, in addition to the delegates, attended the several sessions of the meeting. Four hundred fifty individuals participated in the banquet held the first evening.

The report of the treasurer for the preceding 12 months showed an income of \$109,745 and expenditures of \$104,852. Emergency reserves at the close of the year amounted to \$5,606, and surplus to \$9,236.

The association has a membership of 21,000 scattered through the six New England States and the eastern part of New York State. During the past year the gain in membership was over 1,000.

The members of the association furnish milk to Boston and 24 secondary markets. Greater Boston with its 1,800,000 inhabitants uses about 90 cars of fluid milk a day, 63 of which come from association members. The secondary markets with nearly as large a population as Boston use about 80 cars of fluid milk a day, a large part of which is supplied by association members.

The territory outside Greater Boston is divided into three districts, known as the northern, southern and western. Among the cities in the different districts are Manchester, Lowell, Lawrence, Concord, Nashua, and Portsmouth, in the northern district; Providence, Newport, Fall River, Brockton, and New Bedford, in the southern district; and Worcester, Springfield, Holyoke, and Pittsfield, in the western district. Ninety-two dealers in the 24 outlying cities are served by members of the association.

About 3,000 farm visits were made during the past year by members of the field service staff, and 3,500 tests were made. Part of these were for the purpose of checking weights, and part were for the purpose of determining whether producers were getting full credit for the percentage of butterfat in milk delivered. Local groups held many meetings during the year for the purpose of discussing general policies. Following a suggestion from the field service department, these groups frequently made an oyster supper a feature of the local meeting.

Twenty-six Boston dealers, distributing 70 per cent of the Boston fluid milk supply, contributed toward the support of the New England Dairy and Food Council, which organization is engaged in stimulating a demand for milk and the other products coming from the dairy farm. Educational work was carried on in connection with the schools and with groups of farmers in many parts of the producing area. A motion picture suitable for field work has been filmed and is used at meetings of local producers.

ONE YEAR'S WORK OF A MINNESOTA ELEVATOR

Total sales reported by the Farmers's Elevator Company, East Grand Forks Minn., for the year ending June 30, 1929, amounted to \$186,060, compared with \$193,578 for the previous year. Of this sum, \$99,738 was received for 92,833 bushels of wheat; \$19,218 for 8,678 bushels of flax; \$18,841 for 33,579 bushels of barley; \$15,908 for 18,167 bushels of durum; and smaller amounts for rye, oats, screenings, coal, twine, flour, feed, and seeds.

A small loss was sustained on rye, earnings realized on the other grains amounted to 13,309. Additional income from storage, handling, cleaning and grinding, came to \$3,260. Net earnings for the year amounted to \$6,175. Operating expenses came to \$9,545, including salaries and wages, directors' fees, rent, repairs, accountants' fees and expenses, and advertising. At the close of the year the fixed assets, including elevator buildings and equipment, amounted to \$12,769; and capital stock and surplus, to \$15,796.

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GRAIN BUSINESS OF MORE THAN A HALF MILLION

Grain elevators are operated at Selby and Sitka, S. Dak., by the Selby Equity Union Exchange of Selby. Gross sales for the year ending June 29, 1929, amounted to \$474,895, and total business, which included income from cleaning grain, grinding feed, storing grain, interest, and similar items, amounted to a little more than one-half million dollars.

The net worth of this farmer-owned business enterprise was \$69,999 at the end of the business year.

The Exchange was chartered July 30, 1912, since which date it has been serving from 100 to 200 grain producers.

The activities of the association during recent years are indicated by the following figures:

Marketing season	Gross sales	Total business	Net worth
1924-25	\$726,504	\$734,089	\$54,614
1925-26	466,481	483,441	65,621
1926-27	312,536	316,554	53,438
1927-28	655,008	677,025	77,256
1928-29	474,895	501,354	69,699

\* Including income from cleaning grain, grinding feed, storing grain, etc.



NORTH DAKOTA ELEVATOR HAS LONG RECORD

n the year ending June 30, 1929, the Thompson Farmers' Cooperative Elevator Company, Thompson, N. Dak., handled 235,450 bushels of grain, consisting of 142,290 bushels of barley, 56,900 bushels of durum, 23,690 bushels of wheat, 8,000 bushels of flax, 2,850 bushels of rye, and 1,450 bushels of oats. The company also handled for its members 44 cars of coal, 1 car of seed wheat, and 20 tons of superphosphate. Sales of grain amounted to \$179,875, and coal sales were \$12,591. Net earnings from operation for the year were \$3,025.

This association was first organized about 1905 and reorganized in 1916. Available reports show sales in 1921 of \$170,000; in 1922, \$152,000; 1923, \$175,000; 1925, \$187,075; 1928, \$250,000. In the latter year the membership was 144.

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ELEVATOR COMPANY HANDLES LIGHT CROP

Sales of the Farmers' Cooperative Elevator Company, Mellette, S. Dak., in the year ending June 30, 1929, were only about one-third as much as in the previous year, the figure for 1927-28 being \$171,083, and for 1928-29, \$57,544. The quantity of grain received at the elevators in the former year was 155,101 bushels and in the latter year only 62,825. This included 59,251 bushels of wheat and durum, 1,294 bushels of barley, and 2,280 bushels of corn.

Besides the grain, the association last year sold 900 tons of coal, 195 hundredweight of twine, and 845 posts. Other income came from cleaning grain, sale of screenings, and interest, and the year closed with net earnings of \$2,504. For the 1927-28 season the net earnings amounted to \$7,140 from which 7 per cent interest was paid on share capital, and also patronage dividends to the amount of \$1,446.

The Mellette company was organized August 6, 1909, as the Farmers' Elevator Company, and reorganized in 1925 "to pay off indebtedness and start with a clean slate." In 1928 it had 32 shareholders and was serving about 65 patrons.

Figures showing the volume of business done for some of the years are given below:

<u>Year</u>	<u>Grain handled (Bushels)</u>	<u>Volume of business</u>	<u>Net earnings</u>
1922-23	- - - -	\$141,495	\$2,414
1923-24	117,893	122,339	6,035
1924-25	108,748	139,191	2,035
1926-27	- - - -	33,929	2,829
1927-28	155,101	171,083	7,140
1928-29	62,825	57,544	2,504



FIFTH YEAR FOR EGG COOPERATIVE

Over 900,000 dozens of eggs were handled by the Connecticut Poultry Producers, Inc., New Haven, for the year ending September 24, 1929. During the year the association handled 135,155 more dozens of eggs than in the previous year, gross sales increased \$83,830, and the net earnings amounted to nearly twice as much as in the 1927-28 season. At the close of the year the association had total assets of \$40,124, current liabilities of \$15,625, and an operating surplus of \$10,525.

The association began operating in October, 1924, with 126 charter members, representing 70,000 hens. The number of members has increased to 255.

The volume of business for the five years of operation is shown in the following table:

Year*	Eggs handled (Dozens)	Gross sales	Income	Expense	Earnings
1924-25	448,274	\$214,317	\$24,187	\$27,863	**\$3,676
1925-26	527,251	250,721	25,398	24,041	1,357
1926-27	680,308	292,457	29,806	27,915	1,891
1927-28	798,925	365,424	36,914	32,937	3,977
1928-29	934,080	449,254	45,525	33,376	7,148

\* Ending the latter part of September.

\*\* Deficit.

The handling costs for the five years are reported as follows: 1924-25, 5.7 cents per dozen; 1925-26, 4.8 cents; 1926-27, 4.1 cents; 1927-28, 4.1 cents; and 1928-29, 4.0 cents.

The association operates several stations, one at New Haven, one at Hartford, and one at Torrington, with truck service between stations. Cash sales at the individual stores last year were as follows: New Haven, \$19,377; Hartford, \$5,426; Torrington, \$8,817; These figures included cracked and second grade eggs.

Recently the association has undertaken cooperative buying for its members, confining its efforts in this line to a few items for the present. Later the service will be expanded to meet the needs of the members.

### COOPERATIVE EDUCATION IN THE PRAIRIE PROVINCES

For the use of the Inter-Provincial Educational Committee of the Canadian wheat pools, the superintendent of publicity for each of the three provincial pools has prepared a survey of the cooperative educational work already being done.

The Manitoba pool in 1925 appropriated one-twentieth of one cent per bushel on all grain handled for educational work. A major line of activity is the publication of the monthly magazine, "The Scoop Shovel," which serves as the official organ for the larger cooperative enterprises of the province, going each month to about 33,000 members of the various commodity pools. A radio broadcasting service is maintained in the interests of all the cooperatives, with a 15-minute program each day during the noon hour. An educational lending library of 3,000 volumes, covering a wide range of subjects, with a juvenile library of 300 books, is another line of activity. In 1927 the Manitoba Cooperative Conference was formed. This organization is planning a cooperative institute for next June.

The Saskatchewan pool has promoted one and two-day schools in various parts of the province. About 160 of these schools were conducted in the winter of 1928-29, and a four-day school was held last June with about 90 in attendance. Conventions, banquets, picnics, and social occasions are utilized for inspirational addresses. Radio work has been carried on for more than two years, and the Western Producer, the official organ for the pool movement, carries a considerable amount of educational material in its weekly issues. Circulars and pamphlets are issued in other languages for members who do not read English. The wheat association now has a library of over 800 volumes. The Cooperation and Markets Branch of the Provincial Department of Agriculture publishes a weekly budget of cooperative notes.

The Alberta government is devoting the wheat board surplus to cooperative educational purposes. Two institutes of cooperation were held during the past two summers. In September of 1929 the Alberta Cooperative Council was formed to aid in developing cooperative education. Schools of agriculture for the boys and girls are operating at four points, with regular lectures on cooperative marketing at each school.

The U. F. A. periodical is used by both the wheat pool and the livestock pool as a medium for publicity. Current information is broadcast from three stations during the fall, winter and spring months; a cooperative school is planned for 1930; and the newspapers of the province are supplied with information regarding the activities of the various commodity pools.

Exhibits of an educational nature have been placed at the important fairs of the three provinces during the last few years.

NEW LIVESTOCK COMMISSION IN ALABAMA

Alabama farmers may now market their livestock through their own sales agency, the Alabama Farm Bureau Livestock Commission, which newly formed organization has taken over an established business on the Union Stockyards, Montgomery.

This new branch is in line with the purpose of the Farm Bureau to help the farmers of the state in their marketing problems. It will ask the farmers to send their cattle and other livestock to the Commission which will market cooperatively and bargain collectively for the shipper.

Last year 4,400 cars of livestock passed through the Montgomery Union Stockyards, and the Farm Bureau Livestock Commission is now one of four agencies operating on this market, and anticipates securing a large proportion of the business. The primary purposes of organization are stated as follows: bargaining for highest prices from buyers, elimination of speculation, and returning dividends to the shipper.

As the management believes that best returns can be secured by assembling large quantities of livestock, which will give the agency greater bargaining power, plans are being made to organize small shipping associations in communities where individual car load shipping is already in progress.

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WISCONSIN COOPERATIVE SERVES LOCAL FARMERS

A farmers' association at Weyauwega, Wis., has been operating since 1919 under the name of the Weyauwega Union. The organization has been engaged in shipping potatoes, livestock, buying supplies for its members, and operating an oil station. Potato shipments have varied from 30 to 52 cars a year and livestock shipments from 47 to 58 cars. Merchandise sales for the year ending with June 30 last, amounted to \$38,372 and sales at the oil station, \$35,393.

Net earnings have ranged from \$2,000 a year to \$6,000. Yearly activities of the association are indicated by the following figures:

Year*	<u>Potatoes shipped</u>		Livestock shipped	Merchandise sales	Oil station sales
	Cars	Gross sales			
	(Number)		(Cars)		
1921-22	---	\$17,934	58	\$44,460	-----
1923-24	52	19,651	49	41,441	24,193
1924-25	30	8,653	51	46,555	21,835
1925-26	33	47,764	47	39,927	29,484
1926-27	50	34,484	54	40,829	37,268
1927-28	--	36,812	--	48,769	38,126
1928-29	--	12,993	--	38,372	35,393

\* Ending June 30.



COURT UPHOLDS VALIDITY OF COOPERATIVE CONTRACT

The superior court of San Diego, Calif., recently upheld the validity of the cooperative contract in the case of Calavo Growers of California v. D. Dolman of Encinitas. Dolman was a member of the Calavo Growers of California and under contract to deliver to the association all the fruit from his Calavo groves for grading, stamping, packing and distribution. The trial brought out evidence that Dolman had sold his fruit independently and the cooperative association was awarded \$500 damages and \$100 attorney's fees. Damages were awarded on the grounds of failure to deliver his fruit to the selling agency according to his contract.

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ANNUAL ESSAY CONTEST OF COTTON COOPERATIVES

Certain changes have been made this year in plans for the essay contest sponsored by the American Cotton Growers' Exchange and the state cotton cooperatives. In order that grade and junior high school students may have a part in the contest, two classes have been made. Class A will include students who have finished the 9th grade but have not had college or university work. Class B will include those who have not had more than 9th grade work. Class B entrants will not take part in the national contest.

Otherwise the arrangements are similar to those of former years, with cash prizes for the county, district and state contests, and medals and educational trips for the national contest.

The subject for this year is "How can the benefits of the agricultural marketing act be brought to the cotton farmers?" The essays are to be written between April 15 and May 1, 1930.

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COOPERATIVE SELLS FOREST PRODUCTS AND MERCHANDISE

In its 16 years of operation the Rock Cooperative Company, Rock, Mich., has sold merchandise to the value of \$1,582,255; forest products to the value of \$1,658,721; and cream worth \$94,902, a total of \$3,335,878. Its refunds to patrons and members in cash or credit have totaled \$59,072; refunds in shares, \$59,988; and interest on capital stock, \$13,454. About 374 members are served by the association.

The founders of this association came from mining and industrial centers about 20 years ago "without savings or capital to wage their fight against the wilderness." They were familiar with the mass activities of unions and other labor organizations and decided to organize a buying association, and finally succeeded in raising \$400 capital. Then they turned to the surrounding forests for income with which to buy goods from their store. The financial results are mentioned above but they fail to tell of the land cleared, the dairy and poultry farms established, and the development of community life. Last year the company shipped 1,100 cars of forest products, and expects to increase the figure by 200 cars this year.



REPORTED BY THE ASSOCIATIONS

The State Farm Mutual Auto Insurance Company, Bloomington, Ill., has completed its new eight-story building and is conducting its business from the new headquarters. The building which cost \$345,000 provides accommodations for the 25 affiliated state farm mutuals and is now housing 350 workers.

The Skagit County Dairymen's Association, Burlington, Wash., recently retired its series "D" certificates and paid the holders the sum of \$28,267. At a meeting held in Burlington, November 23, holders who presented these certificates received their pay at once. Other certificates were cashed at the offices of the association.

Many new members have joined the North Carolina Cotton Growers' Cooperative Association, Raleigh, during the past few weeks. One of these new members is a man who has been officially recognized as one of North Carolina's "Master Farmers." Another is the State Prison Board which organization proposes to market the cotton from two prison farms through the association.

Since it began business several years ago the Indiana Farm Bureau Purchasing Department, Inc., Indianapolis, has refunded a total of \$530,000 to its patrons on fertilizer purchases. Seventy-two counties of the state are now incorporated under the cooperative law and together make use of this department as a purchasing agency. The 72 organized counties have 61 warehouses through which they are building up a chain system of distribution in which the patrons are partners as they own and control the state purchasing agency.

An English cooperative, the Ipswich Industrial Cooperative Society, has recently marked its 75th anniversary by presenting to its fellow citizens a Medical Comforts Depot for the benefit of the sick who are unable to afford the necessary surgical and medical supplies. The new two-story building, built and equipped to carry on every line of relief work, bears an inscription, "Diamond Jubilee Memorial." The medical comforts organization cared for more than 800 cases in 1928 and this year the number will reach 1,000.

The Michigan Milk Producers' Association, Detroit, now has a membership of 14,562, of whom 3,727 were added to the rolls in the last fiscal year. Progress is noted along several lines. More milk dealers have decided to cooperate with the association, prices for the year have averaged slightly better, and the organization is stronger financially. Six regular milk testers have been employed during the past year, also several special testers, and more tests have been made than ever before. The management considers the production problem the biggest one the association has to face.

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